



Todd Hanna

Experienced Operator & Entrepreneur

Seeking To Purchase, Protect, & Grow An Exceptional Business



I am an experienced operator, entrepreneur, and military veteran with 30+ years of experience across multiple industries, with a focus on building, growing, and improving businesses. My leadership and management experience spans a variety of industries, various stages, and multiple sizes/complexity of companies.

I have successfully led and managed multiple operational departments, have led the design, implementation, and improvement of operational, financial, and technological processes, and have led companies through mergers & acquisitions, corporate restructuring, growth, and divestiture.

Along with my corporate experience, I served on active duty as an officer in the United States Marine Corps, including two combat tours in Iraq and participation in Operation Unified Assistance (Indonesia Tsunami Relief).

My Reason for pursuing acquisition and ownership:

At this stage in my career, I want to fully commit my time, experience, and energy to leading one exceptional business for the long term. Having spent over 30 years operating and growing companies, I've seen firsthand the impact strong leadership, culture, and disciplined execution can have on a business, its people, its customers, and its community. I am looking to lead that kind of business. Unlike traditional private equity buyers, my goal is to acquire, personally lead, and continue building a company in a way that protects what has been created while thoughtfully driving its next phase of growth. For me, it's not about just buying a business. It's about being part of something great, protecting the legacy that those before me created, working alongside a great team committed to excellence, and continuing to grow something meaningful over time.

My Personal Approach To Acquisition & Ownership:

My goal is not to buy and sell multiple companies. Instead, I am focused on partnering with an owner who cares deeply about what they've built, wants to protect that legacy, and is looking for the right person to carry it forward and continue to responsibly grow the business.

I take a hands-on approach to leadership and am committed to building on the foundation that you and your team have created.

What You Can Expect From Me:

Long-term ownership mindset: My approach is to grow the business without sacrificing stability, continuity, or culture.

Commitment to your people and culture: I am committed to maintaining what makes the business special; its people and culture. I am also committed to investing further into these areas to ensure continuity, growth, and expansion of what makes the business special.

Operational leadership: I will lead and manage the business on-site, day-to-day. This includes moving to the location/area where the business is headquartered.

Thoughtful transition: You can expect that I will work closely with you and your team to ensure a smooth, respectful, successful handoff.

Growth-oriented approach: I plan to further invest in systems, people, infrastructure, and strategy necessary to strengthen the business over time.

My Background & Experience:

I bring over 30 years of experience leading and operating companies across a wide range of industries, including consumer products, construction, manufacturing, financial services, real estate, venture capital, and non-profit organizations.

My experience spans companies at all stages, from startups to scaling organizations to mature businesses, with responsibility for organizations ranging from 10 to 200+ employees and up to \$40M+ in revenue.

Throughout my career, I have led and managed all major business functions, including:

- Operations
- Finance & accounting
- Sales & marketing
- Human resources
- Supply chain & logistics
- Risk management and legal

I have also been directly involved in mergers & acquisitions, restructuring efforts, and growth initiatives across multiple organizations.

My Military Experience & Leadership:

I am a military veteran, having served as an officer in the United States Marine Corps, including two combat tours in Iraq and humanitarian operations in Indonesia.

During my service, I was responsible for leading teams of up to 400 personnel, managing complex logistics operations, and operating in high-stakes environments where accountability, leadership, decisiveness, discipline, and trust were essential. During my service, I served as a Logistics Officer in an infantry Battalion and volunteered to serve as an embedded Marine Advisor to the Iraqi army in Al Anbar Province.

My military experience continues to shape how I lead, with a focus on operational discipline, integrity, and responsibility to the people I serve.

My Investment Approach & Structure:

I am backed by a small group of experienced, long-term investors and operators who have committed the capital needed to acquire and grow a business. I am also investing personally in the acquisition.

This structure allows me to:

- Take a long-term view
- Focus on building value, not short-term financial engineering
- Operate with flexibility and alignment
- Have “skin in the game”, ensuring aligned decision making and personal accountability

My Transition Approach:

I understand that selling a business is not just a financial decision, it is personal. I also understand that an ownership transition impacts not just the owner/seller, but the entire organization and its people.

During a transition, my goal is to:

- Respect what you and your team have built
- Support your team, customers, vendors, and stakeholders
- Work alongside you to create a transition that reflects your goals and priorities
- Learn from you about the history, trajectory, and key success factors for continued success

My Contact Info:

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See below for recent roles and accomplishments

Some of My Recent Leadership Roles and Accomplishments:

COO of Vertical Harvest, Inc., a company that operates a scaling network of urban, vertical farms across the country. Was responsible for the leadership and management of all

- Operations
- Revenue
- Infrastructure, system/process implementation
- Operational finance & accounting
- Sustainability & impact
- HR & Risk Management
- R&D facility in Wyoming
- Construction and launch of a new, 60,000 square-foot facility in Westbrook, Maine.

COO of Orion Companies, the majority and/or sole owner of 10 construction-related businesses and subcontractors. Was responsible for

- Leading the execution of overall corporate strategy
- Ensuring the financial, operational, and cultural success of each company and employee with the Orion Companies portfolio.
- Operational and financial performance of eight companies (\$20,000,000+ in annual revenue, 200+ employees).
- Optimization of existing systems and implementation of new technology and processes to reduce overhead and increase efficiency.
- Merger, reorganization, and/or restructuring of multiple companies.
- Due diligence on potential acquisitions.
- Design and implementation of a comprehensive performance evaluation system.
- Implementation of improved budgeting and financial reporting.

CEO of Kate's Real Food, a nationally distributed, organic energy bar manufacturing company. Was responsible for:

- Organizational restructure
- Complete rebrand and repackaging effort
- Development and introduction of new flavors
- Standardization of all product sizes and manufacturing processes
- Obtaining 100% organic certification
- 300% increase in overall production capacity,
- Implementation of a company-wide, incentive-based compensation plan
- Increased risk management and food safety procedures
- Implementation of technology upgrades across all departments
- Establishment of company-wide KPI's and reporting
- 90% increase in direct online sales
- 80% increase in direct wholesale sales
- 300% increase in Amazon sales
- 30% Reduction of unit cost of goods sold

- Reached employee satisfaction score of 9.5 out of 10.

President of Aquila Commercial, a full-service commercial real estate brokerage and construction project management firm in Austin. Was responsible for

- All day-to-day operations, and management of 70+ employees.
- All business development activities.
- Design & implementation of new systems & processes to decrease costs, increase revenue, clarify roles/responsibilities and create efficiencies (financial and operational).
- Selection and implementation of new CRM system, including migration of all company data, training, and transition planning.
- Awarded one of Austin's Top 10 "Best Places to Work" and among Austin's "Fast 50" companies (mid-size).

Corporate Board Service:

- Davos Brands

Non-Profit Board Service:

- Explore Austin (Founder & Board Chair)
- Jackson Hole Community School (Vice Chair)
- The Art Association of Jackson Hole (Board Chair)
- Trinity Episcopal School (Board Chair)
- The American Red Cross of Central Texas
- Songwriting With Soldiers
- Aware Awake Alive
- The Seton Forum
- Good Shepherd Episcopal School
- Children in Nature Collaborative of Austin (Co-Chair)
- The Nature Conservancy Conservation Council

Additional Awards, Certifications, Etc.

- 2012 winner of an "Austin Under 40" Award
- Graduate of the National Outdoor Leadership School
- Outward Bound Veteran Instructor.